

Regional Value Chain capacity building network



Value-chain Capacity Building Network



HELVETAS | VIETNAM



About VCB-N



Value-chain Capacity Building Network

Present members

14 CoE members

Network's scale

China, India, Bangladesh, Myanmar,
Vietnam, Laos, Indonesia
(open to others)

Implemented

By Helvetas and Hivos



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Establishment

The Value Chain Capacity Building Network (VCB-N) is established in 2016.

Origin

PROJECT: Regional Training Facility for Scaling-up of pro-poor value chains.

Funded

By IFAD.



Investing in rural people



Value-chain Capacity Building Network

Service of VCB-N



Tailor-made trainings and advisory services on Value Chain and Market System Development



VC analysis and intervention design



M&E, research and value-chain studies



Hand-holding and accompaniment during VC project implementation



ENTERPRISE & DEVELOPMENT CONSULTANTS Co., Ltd.



Value-chain Capacity Building Network



**TECHNICAL
CRITERIA 2.0**

**NAKAI
ENTERPRISE,
SKILLS &
TOURISM FOR
LOCAL
ECONOMIC
DEVELOPMENT**

**Doing NESTLED:
Methodology, Plan,
& Implementation**

The Nakai Enterprise, Skills and Tourism for Local Economic Development (NESTLED) Concept





STAGE 1

STAGE 2

PROJECT MANAGEMENT

Project Coordination, M&E, Online Measures, Documentation, Progress Reporting, and Periodic Consultations with NTPC & village stakeholders And Impact Assessment

Team Orientation

Opportunities & Markets Identification

Economic Analysis

Identification of Target Groups

Village Consultations

Needs Assessment

Village Plans

Investment Promotion

Start-Up and Incubator Prorgame

Youth Development Program

Internship Program

Curriculum & Materials Design

Coaching & Mentoring

Course Delivery (Stage 2) in the Villages and Incubator

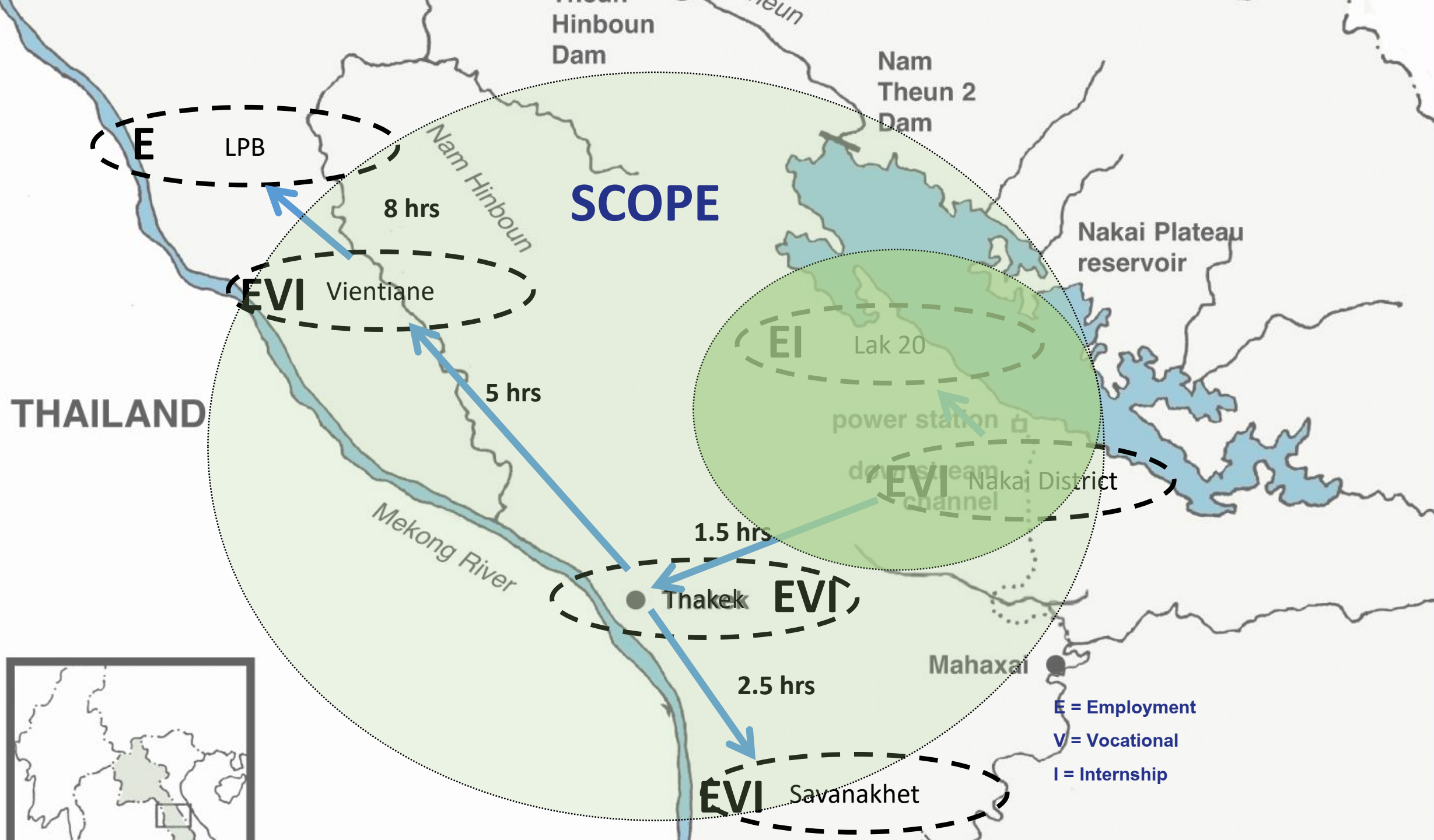
Employment

Enterprise & StartUps

Placements (Interns, Employment, Linkages)

Nakai Investors Forum

LED IMPLEMENTATION



Market Research.

Our Subject-Matter Experts

(in employment, enterprise, tourism, value chain, startup and training) conducted:



- 1. Seeding.** Ideas from the SMEs after thorough desk research, statistics. 20 or more ideas per area.
- 2. Key Informants.**
- 3. Screen 1: Development Players Ranking.**
- 4. Screen 2: Villagers Ranking.**

Economic Analysis and CBA



Each **profile of each enterprise and tourism product/service** contains: (a) description or features; (b) market prospects in the district and provincial levels with numbers, prices, list of potential buyers, etc.; (c) brief process description (with key inputs such as skills requirements, machinery and tooling, raw materials, utilities, etc.); (d) organization and labour estimates; and (e) tentative financial information (e.g., cost of machine, land, raw materials, etc. for five years into the future), a rough investment plan, profit and loss, and cash flow projections.

Economic Analysis for employment opportunities

Economic Analysis Profiles of 10 products, services for business, 10 employment opportunities and 5 for tourism.

12 Opportunities



Tourism

1. Homestay
2. Grilled fish and beer shop
3. Boat tour and camping

Why?

- Increased number of tourists 5000 -10,000 tourists per annum (2016)
- Potential tourism sites linked with other tourism sites of Khammouane province



3) Boat tour and camping



- Ride a boat to NT2 NPA
- Camping on that side
- Eco-tour: Biodiversity, trees and wild life (if lucky)
- There is existing services: Sabaidee guesthouse and Phosy guesthouse

Current packages

- a) 50,000 – 120,000 Kip (boat driver and guide)
- b) Village guide and overnight stay (50,000 Kip)
- c) Guesthouse prepares food and clearing services
- d) The guesthouses sell and organize tours

Potential markets

- Tourists going to Konglor cave approx 10,000 People per year
- Potentials to attract more if there are attractions
- Possible price:
 - 15 \$ per person for ½ day (at least 3 people)
 - 30\$ per day (at least 3 people)
 - 60\$ per overnight trip (at least 3 people)

Estimates	Low	Medium	High
Total estimated number	312	625	1,250
Half day	104	209	418
One day	104	208	418
One night	104	208	418

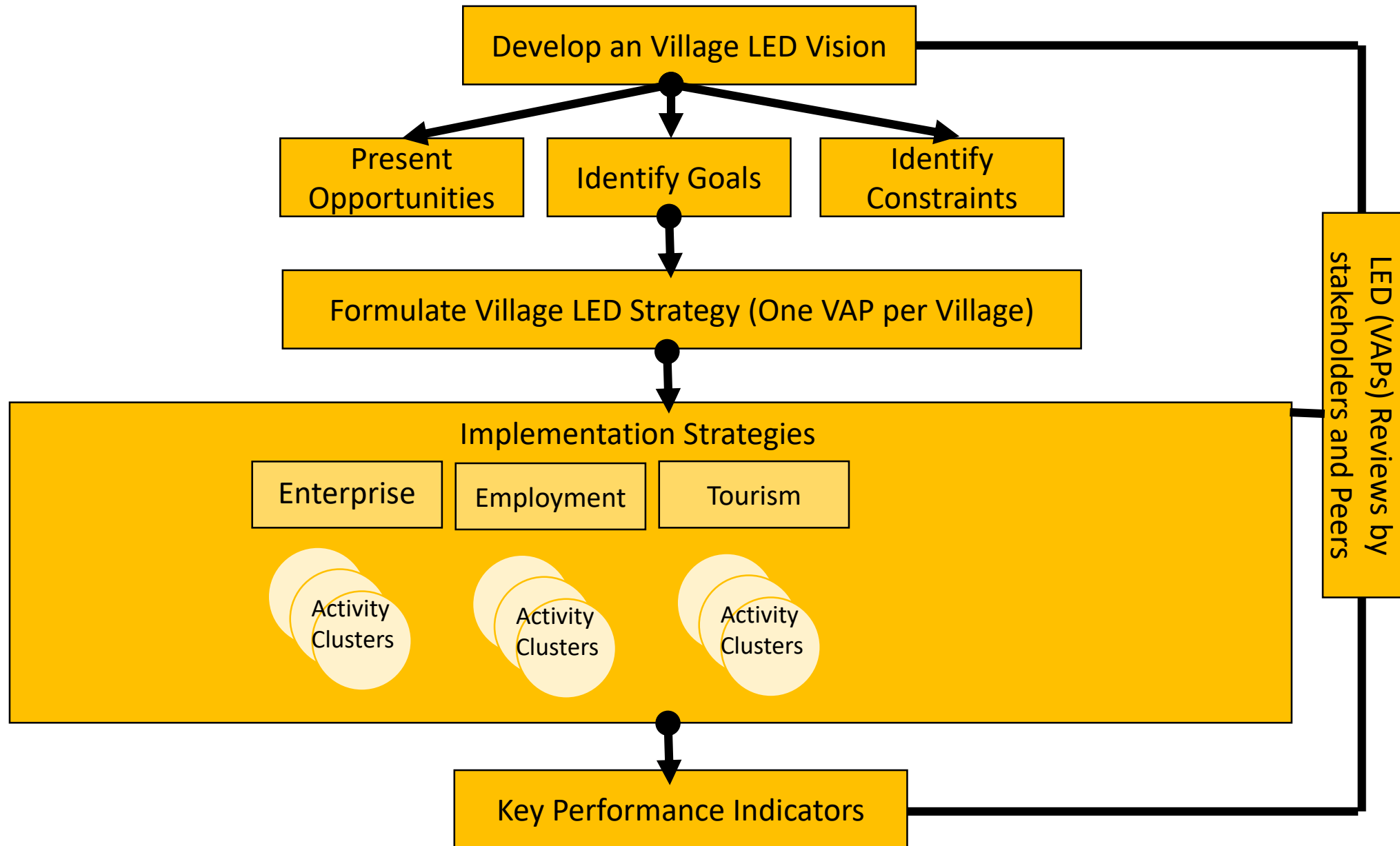
Value chain

Steps	Details	Value addition (Klp)	Target groups
Marketing	Guesthouses and tour agents sell tour packages	3,205	Guesthouse owners and tour agents (youth)
Booking	Tour agents book tour packages	8,000	Guesthouse owners and tour agents (youth)
Tou: Actual touring	Tour programs organizations: food, fishing, camping and tracking\	370,019	Staff, boat dirvers (involving Ahoé and other ethnic villagers)
		381,224	

Costs calculation and financial analysis

Cost per tourist	Cost
Raw materials	156,000
Labour	178,000
Depreciation	20,481
Other expenses	26,744
Total costs	381,224
Selling price	480,000
Profit per tourist	98,776
Profit for operator	10,272,667
Profit percentage	26%
Break even point	6.8%
Fixed costs	20,481
Variable costs	302,744
ROI	96%
Net profit	10,272,667
Total investment	10,650,000

The Village Consultation Process





Training Needs and Skills Gap Analysis



- 1. Training SME will categorize the target groups' readiness based on**
- 2. Design Business start-up training courses, On-site Skill training and skill training available whereelse**
- 3. Design mentoring system for**
 - Business start-up x 2 rounds
 - Job placement → 1 Job fair organized